

Message Text

LIMITED OFFICIAL USE

PAGE 01 MILAN 00144 221413Z

71

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 COME-00 EB-07 AS-01 /031 W

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R 221315Z JAN 76

FM AMCONSUL MILAN

TO AMEMBASSY SANA

INFO SECSTATE WASHDC 4524

LIMITED OFFICIAL USE MILAN 0144

E. O. 11652: N/A

TAGS: BEXP, YE

SUBJECT: GTE PROJECT

REF STATE 012308

1. OLIVER NOVICK OF GTE MILAN OFFICE CONTACTED CONGEN RE YAR PROJECT. HE REQUESTED FOLLOWING INFORMATION FROM EMBASSY SANA:

(A) DEFINE AS NARROWLY AS POSSIBLE THE TECHNICAL SCOPE OF DISCUSSIONS. (B) WHAT SHOULD BE LEVEL OF INITIAL GTE CONTACT, E.G., MAILING OF BROCHURES, VISIT BY SALES ENGINEER, VISIT BY ENGINEERING TEAM, OR VISIT BY REPRESENTATIVE OF TOP MANAGEMENT?

2. FYI, A GTE SALES ENGINEER WILL BE IN MIDDLE EAST SOON. COULD VISIT SANA IF HIS LEVEL APPROPRIATE. NOWICK, WHO IS LEGAL COUNSEL OF GTE MILAN HAS BEEN ASSIGNED PROJECT BY AREA VICE PRESIDENT CARDARELLI. MILAN OFFICE HAS RESPONSIBILITY FOR ENTIRE MIDDLE EAST AS WELL AS AFRICA.

3. PLEASE ADVISE.FINA

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: morefirh
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